



PT SARANA MULTI INFRASTRUKTUR (PERSERO) – PT SMI

Potential Geothermal Upstream Risk Sharing Initiatives in Indonesia

ADYAKSA PARIPURNA – GEOTHERMAL PROJECT MANAGER

FOR 6th GEOLAC 17-18 July 2019, Santiago, Chile

July 17TH 2019



PT SMI as a Catalyst in Accelerating Infrastructure Development

PT Sarana Multi Infrastruktur (Persero) ("PT SMI") was established in 2009 as a State-Owned Enterprise under the **Status** Minister of Finance Regulation No. 100/PMK.010/2009 on Infrastructure Financing Companies PT SMI carries the duty of supporting the Government's infrastructure development agenda for Indonesia through partnerships with private and/or multilateral financial **Duties** institutions in Public-Private Partnership (PPP) projects. As such, PT SMI can serve as a catalyst in accelerating infrastructure development in Indonesia. **Ownership** 100% owned by the Government of Indonesia To serve as catalyst in accelerating national infrastructure Vision development To become a strategic partner that delivers value added contributions to Indonesia's infrastructure development Mission To develop flexible financing products To offer service excellence backed with good corporate governance





PT SMI's Business Model

Source of Funds

Capital Injection from GOI

Capital Market (Bonds, Notes, Securitization, **Green Bond)**

Conventional

Sharia

Loans and Grants

Sharia Capital Market (Sukuk, **Sharia Hedging)**

> **BPJS/Sharia** Insurance

Hajj & Syirkah **Funds**

Sovereign Wealth Fund

PT SMI Business Pillars

FINANCING & INVESTMENT

Pillar #1

Infrastructure **Financing**

- Senior loan (Working Capital, Investment Loan)
- Junior Loan
- Mezzanine
- Equity investment
- Arranger & Underwriter
- Standby Lender PPP
- Sustainable Financing

Municipal Financing (PIP/RIDF

Sharia Financing

- IMBT/ Lease with Option to Own
- Murabahah/Installment Sale with Deferred Payment
- MMQ/Diminishing Partnership
- Musyarakah/Joint Partnership
- IMFZ/Indent Lease with Option To Own*
- MMOB*

Pillar #2 **ADVISORY SERVICES**

Financial Advisory

Investment **Advisory**

Financing Arranger

Investment **Advisory Financial Advisory** (Sharia)

SDG Indonesia One

Pillar #3

PROJECT DEVELOPMENT

PPP Project Development

Fund Management for Geothermal Infrastructre **Development**

Renewable Energy Project Development & Energy Efficiency

Project Preparation for Municipal **Financing**

Capacity Building and Technical **Assistance**

Sectoral Focus

Electricity **Transportation**

Telecommunication









Train Rolling Stock







Water Supply







Waste Water & Waste Management

Hospital

Correctional Infrastructure



Regional Infrastructure





Market



Education Infrastructure



Tourism Infrastructure



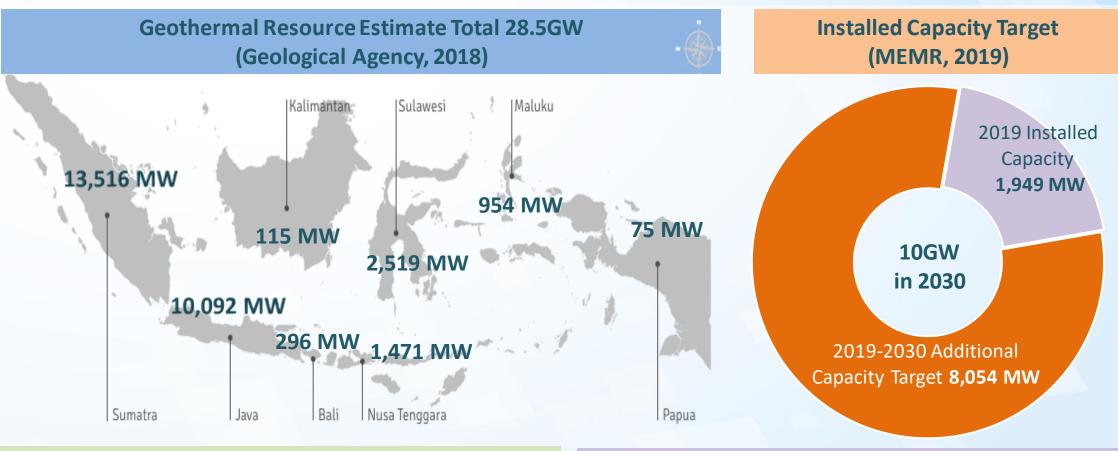
Social Infrastructure

IMBT= Ijarah Muntahia Bittamlik MMQ= Musyarakah Mutanagisah MMOB= Mudharabah Muqayyadah on Balance Sheet IMFZ= liarah Mausufah Fiz Zimmah

*Under development process **New initiatives in 2018**



Indonesia Target for Geothermal Production



Initiative #1: Government Exploration Drilling

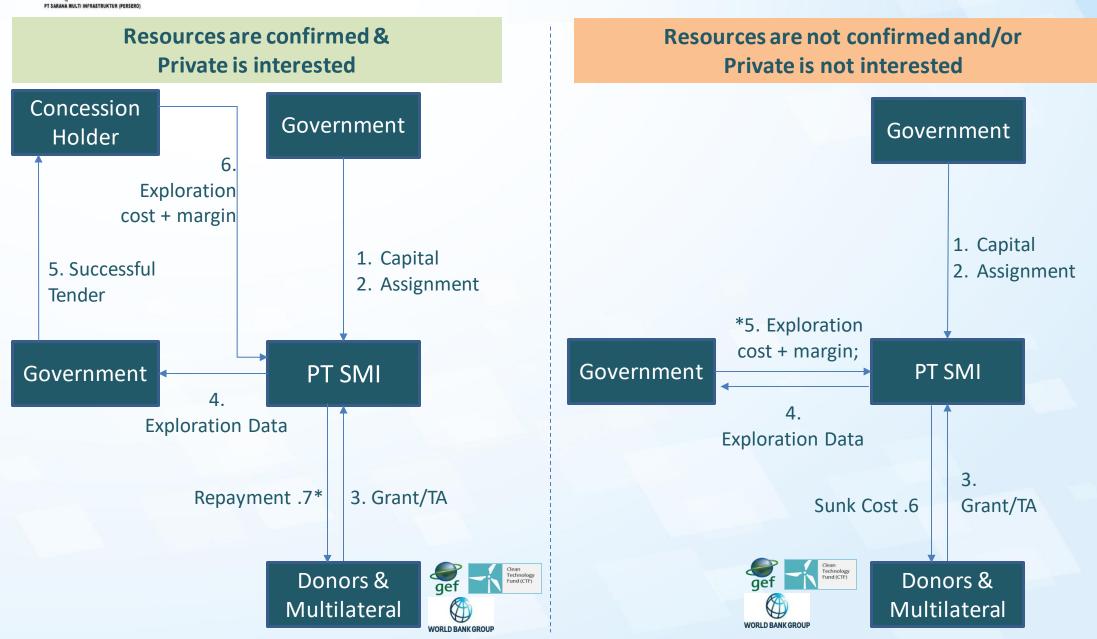
- Greenfield exploration drilling by Government
- Promotes data quality prior concession tender
- Revolving fund (winning bidder to repay exploration cost)

Initiative #2: Exploration Risk Mitigation Mechanism

- Greenfield exploration drilling by concession holder
- Reducing concession's holder capital exposure
- Loan with partial 'forgiveness'



Initiative #1: Government Exploration Drilling

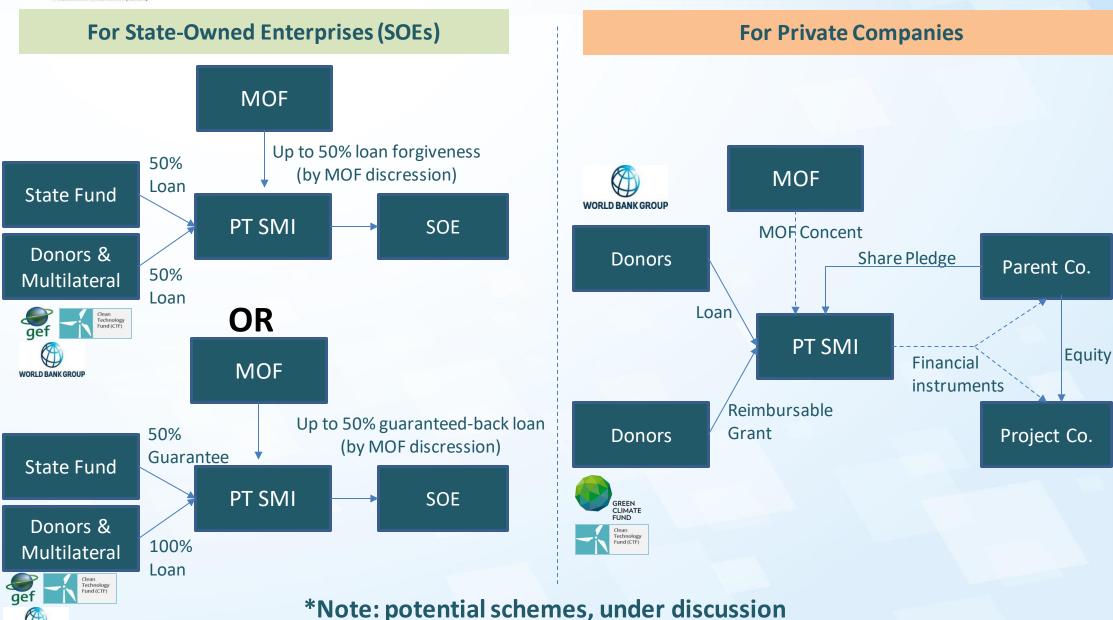


*Note #7: When the project utilizes Donors & MLA fund



WORLD BANK GROUP

Initiative #2*: Exploration Risk Mitigation Mechanism (GREM)





Thank You

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Indonesia Infrastructure Library infralib.ptsmi.co.id

#BaktiuntukNegeri



Strategic Partnership to Boost Capacity Leverage

Type of Partnership

1 Direct Lending

Long-term financing with competitive interest rate



- First Loss Mechanism
- Interest Subsidy
- Quasi-Equity Facility
- Multipurpose Line Facility (MLF)

Transfer of Knowledge

Technical Assistance / Capacity Building

Trustworthy Institution

Grants management with total up to USD64.7 million for projects related to renewable energy, geothermal, municipal financing, etc.

Strategic Partnership with Multilateral/Bilateral Organizations



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RIDF Loan – USD100 million Subordinated loan to IIF -USD 200 million



CTF

Grant USD49 million for geothermal projects



Technical Assistance

Schweizerische Eidgenossenschaf Confédération suisse Confederazione Svizzera Confederaziun svizra

SECO - State Secretariat for Economic Affairs (SECO) Grant USD3 million



Climate Policy Initiative (CPI)
Technical Assistance USD 200,000



ASIAN DEVELOPMENT BANK ADB

Subordinated loan to IIF – USD 100 million



AIIB

RIDF Loan - USD100 million



GEF

Grant USD6.25 million for geothermal projects



"Linking Cities' Infrastructure Investment Projects to Finance" Capacity Building



AFD

Loan USD100 million, Grant USD5 million, & TA EUR400,000 for RE & EE



NZ Aid Programme TA – NZD2.13 million



PT SMI is the first private institution in Southeast Asia accredited by Green Climate Fund (GCF)





PT SMI is the first institution issuing Corporate Green Bond in Indonesia (reviewed by CICERO) assisted by World Bank

All these strategic partnerships indicate the trust of Bilateral/Multilateral Organizations toward the Company



SDG Indonesia One Partners

Development Facilities

USD 40.8 Juta





















adaro

















De-Risking Facilities

USD 1.92 Miliar















Financing Facilities

USD 316 Juta







Equity Fund

USD 188 Juta







USD 2.46 Billion from 28 SDG Partners



Social Economic Benefit of Financed Projects

As of May 2019

Better access







Natural gas supply to 21,000 homes

Climate Change Mitigation Support

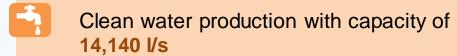


CO² emissions reduction equivalent to 920 tons/year

Increase Productivity



Additional 2,984 MW of electric power capacity



Additional fuel production of 31,000 bpd

Gas stock capacity increased to 10,000 MT

Jobs Creation



Employed **1.9 million workers** during construction period

Infrastructure & Rolling Stock Improvement



2,253.2 km toll roads (including public roads)

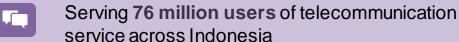


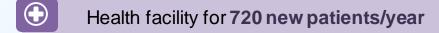


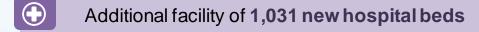
2,700 km of fiber optic network in the centre of Indonesia

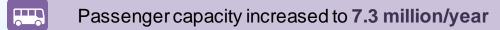
Public Service Improvement

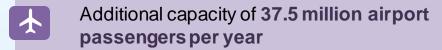


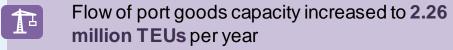












Irrigation to 185 thousand hectares paddy fields